

## Message Text

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67

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 ( ISO ) R

DRAFTED BY COM/BIC/CAGNE/KREINER/JR

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/BIC/CAGNE/PBHALE

STATE/NEA/IRN/BMORTON

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P 062223Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

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E.O. 11652:

TAGS: BEXP, IR

SUBJECT:ENERGY SYSTEMS EXHIBITION, FEBRUARY 15-19, 1976.

1. THE MAJOR END-USERS FOR THE PRODUCTS AND SERVICES OF THE SUBJECT EXHIBITION ARE THE VARIOUS GOVERNMENT AGENCIES RESPONSIBLE FOR THE NATIONAL POWER SYSTEM. WE HAVE PROCURED AN EXHIBITION WHICH INCLUDES AMONG THE PARTICIPANTS THE LEADERS IN U.S. INDUSTRY. THESE U.S. FIRMS ARE PRIMARLY INTERESTED IN DISCUSSING TECHNICAL CAPABILITIES, LONG RANGE PLANS AND PROGRAMS AND MAKING THEMSELVES KNOWN TO THE TECHNICAL DECISION-MAKERS IN THE IRANIAN POWER AGENCIES.

2. DUE TO THE NATURE OF THE EXHIBITION AND THE U.S. FIRMS INVOLVED, WE DO NOT BELIEVE THAT THE NORMAL PROMOTIONAL EFFORT AIMED AT THE IRANIAN BUSINESS COMMUNITY ALONE WILL SUFFICE. IT IS IMPERATIVE THAT THE PROMOTIONAL EFFORT INCLUDE PERSONAL VISITS TO THE VARIOUS AGENCIES TO INSURE ATTENDANCE BY PERSONNEL DEALING WITH THE ENGINEERING AND PLANNING PROGRAMS OF THE NATIONAL UTILITIES.

3. PLEASE ADVISE CAGNE OF THE STATUS OF THE PROMOTIONAL EFFORT. WE WOULD APPRECIATE RECEIVING A COPY OF THE  
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PROMOTION PLAN. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Document Number:** 1976STATE002791  
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**Document Unique ID:** 00  
**Drafter:** BIC/CAGNE/KREINER/JR  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Authority:** castelsl  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 22 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <22 JUN 2004 by barnescd>; APPROVED <13 AUG 2004 by castelsl>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**TAGS:** BEXP, IR  
**To:** TEHRAN  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006